



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA*

Vol. 13 May 2002

In this Issue:

Incubator News:

- Technology Assistance Center (TAC) Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- UMBC Technology Center
- Technical Innovation Center (TIC)
- Emerging Technology Center (ETC)

TEDCO News:

- Lt. Governor releases results of *eReadiness Maryland: Assessing our Digital Opportunities*

Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email WLPlumer@co.pg.md.us

New and Noteworthy:

- **Hector V. Baretto**, Administrator of the U.S. Small Business Administration, visited TAC to review the accomplishments of the incubator, which receives assistance from the SBA's Small Business Development Center. Since opening in November 2001 with three clients, TAC has grown to support 12 firms.

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New Tenant:

- **AdFluence** – Jason Green, President and CEO, and Boris Schroeder, CTO
AdFluence is an advertising application service provider that offers an ad format that increases digital marketing performance.

New and Noteworthy:

- **Panacea Pharmaceuticals**, a three-year tenant of MTDC, recently entered into an \$80 million deal with MedImmune through collaborative research and development agreement. MedImmune, one of the largest biotech companies in Maryland, paid an upfront licensing fee for Panacea's drug development programs that target specific enzymes. MedImmune also has made an equity investment in Panacea and has committed several years of research and development support to the company.
- **20/20 Gene Systems Inc.** was recognized by the Technology Council of Maryland as the "Bio Product Company of the Year" at the Council's Annual Dinner and Award Event. 20/20 Gene Systems has developed a proprietary

technique to capture molecules of DNA, RNA and protein to create a biological image of the sample to which it is applied.

Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New Tenant:

- **Biosurface Engineering Technologies, Inc. (BioSET)** – Bill Mavity, President
BioSET, which relocated from California, develops surface modification solutions for the medical industry.

Graduate News:

- **Digene Corporation**, which develops genetic tests to detect cancers and infectious diseases, has launched a new drug-research tool called the Hybrid Capture Express Array Kit. The kit will allow biological researchers to use biological sensors, or “gene chips,” to detect what genes are active. Also, the U.S. Army is adopting Digene’s cervical cancer test to screen military personnel and dependents.
- **Martek Biosciences Corporation**, which develops and sells products from microalgae, is acquiring Boulder, Col.-based OmegaTech Inc. to expand into the food and beverage market. The acquisition, which is worth about \$50 million in stock, will give Martek access to an inexpensive source of fatty acid DHA, as well as an entry into the market for DHA-enriched food and beverages.
- **Neocera, Inc.**, which develops products for semiconductor manufacturers and superconductor research, has closed on a \$13.3 million round of funding from Digital Power Capital LLC, Tudor Investment Corp., FEI Co. and Intel Capital. The funding will be used to further product development, increase sales and marketing efforts, and to hire 10 employees in the company’s sales and scientific workforces.

New and Noteworthy:

- **Datastream Conversion Services, LLC** has won a MIPS contract to develop a set of software tools for use by non-programmers in the conversion of data among a variety of formats. The software provides an intuitive interface that examines the structure and content of the data and provides immediate visual feedback on the conversion process.
- **LifeTime Pharmaceuticals**, a clinical stage pharmaceutical company, has obtained exclusive, worldwide, life-of-the-technology right to Beta LT, a promising non-toxic immune stimulating cancer drug currently undergoing U.S. Phase I/II clinical trials.

UMBC Technology Center University of Maryland, Baltimore County

www.umbc.edu/Business/Research

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- The **UMBC Technology Center** is currently remodeling its 19,000 square-foot building consisting of offices, laboratories and storage areas. Some of the special amenities of the four-story building include: on-site dining with a view of Baltimore City, a receptionist, a shared equipment room, shuttle services, free parking, conference facilities and seminar rooms, fiber communications and opportunities to collaborate with UMBC faculty.

Technical Innovation Center Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- **TIC**, in conjunction with the Maryland Technology Development Corporation (TEDCO), has established an on-line,

members-only network for entrepreneurs and investors. Through this network, entrepreneurs seeking outside investors can post information regarding their business or concept of business. Member investors can create a customized account that will allow them to receive automatic e-mail alerts when an entrepreneur posts information that matches the investor's criteria. For eligibility information, please visit www.tic.localfund.net.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, e-mail: annlansinger@etcbaltimore.com

New Tenants:

- **Salar Inc.** – Meir Gottlieb, President
Salar Inc. develops custom IT software for the healthcare market.
- **Glows in the Dark Studios** – Jon Betts, President
Glows in the Dark Studios is a website and Intranet design company.

New and Noteworthy:

- **Reactive Nanotechnologies** was selected to present at the Mid-Atlantic Venture Association's annual venture fair, "Capital Connection 2002," which runs May 28 and May 29. The company also is a finalist for the Incubator Company of the Year Awards (ICYA) in the categories of "Innovative Technology" and "Most Promising Technology Transfer Company."
- **AgentSmith** is a finalist for the ICYA in the categories of "Information Technology" and "Best New Incubator Company."
- **A&G Pharmaceuticals** announced that MedImmune last month purchased exclusive worldwide rights to technology developed by A&G to target PC-cell-derived growth factor (PCDGF). PCDGF expression may inhibit breast cancer cell growth and may reduce the ability of certain breast cancer cells to become hormone resistant.

Maryland Technology Development Corporation (TEDCO)

www.MarylandTEDCO.org

Lt. Governor Announces Results of Phase I of *eReadiness Maryland*

Groundbreaking Study Provides Detailed Analysis of Internet Usage, Access and Infrastructure

Note: Phase I findings are available online at www.MarylandTEDCO.org

Annapolis, Md. (April 18, 2002) — Lieutenant Governor Kathleen Kennedy Townsend announced at a news conference at the State House in Annapolis the findings of *eReadiness Maryland: Assessing our Digital Opportunities*, the first-ever, comprehensive statewide study on Internet usage, access and infrastructure among Maryland's businesses and households.

The Lt. Governor presented Phase I of the study, which included the survey results of 1,422 households and 1,126 businesses, real-time dial-up connection speeds from 24 locations and previously unavailable maps of fiber infrastructure, DSL service and cable modems. Phase II of the study will be a series of regional briefings to review the findings and discuss policy recommendations.

TEDCO managed the study, along with contributing \$100,000 to the project. TEDCO's funding leveraged \$100,000 from the federal Economic Development Administration, \$110,000 from industry sponsors and \$45,000 from the State.

"The information gathered in Phase I of the *eReadiness Maryland* assessment is a major step forward, but it is just the first step," the Lt. Governor said. "There are challenges to creating universal access statewide and it will require the

engagement of citizens, businesses, nonprofit organizations and local governments to review and analyze this information and apply it to the specific needs of each region.”

A series of regional briefings to review the findings of the study and discuss policy recommendations have or will be held as Phase II of the study on: Fri., April 19 at the Technology Opportunities Conference in Garrett County; Tues., April 23 at the second annual Netcentricity Conference at the University of Maryland College Park; Fri., April 26 at a meeting in Southern Maryland sponsored by its Tri-County Council; Wed., May 8 on the Lower Eastern Shore at Snow Hill; and Mon., May 13 on the Mid-Eastern Shore at Wye Mill.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, unincorporated professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO, contact Ann Marie Lisowski at (410) 902-5051 or alisowski@mghpr.com or log onto www.marylandTEDCO.org.

#